



**Finance Committee Meeting Minutes
May 23, 2022**

The Finance Committee of the Lodi Winegrape Commission met at the Lodi Winegrape Commission office at 2545 W. Turner Road, Lodi.

1. The meeting was called to order by Chair Brandon Sywassink at 12:25 PM.
2. Roll was called. In attendance were Chair Sywassink, Diego Olagaray, and Tom Murphy. Staff present Stuart Spencer and Kim Cassetta. A quorum was established.
3. Minutes of 4/14/22 were approved (Exhibit A). Olagaray/Murphy- Carried
4. Public Comments on Items Appearing on the Agenda – None
5. Financial Report – the committee reviewed the March & April 2022 financials (Exhibit B).
6. Year-to-Date Budget Review – the committee reviewed the budget through April 2022 (Exhibit C). Motion to accept the financial statements and budget report through April 2022. Olagaray/Murphy- Carried
7. CWEF/LWC Financial Agreement Review – No report.
8. Agenda Items for Future Meetings – None
9. Next meeting was set for May 20, 2022.
10. Public Comment on Items not appearing on the agenda – None
11. The meeting was adjourned at 1:38PM.

Respectfully submitted,

Stuart Spencer
On behalf of Brandon Sywassink
Treasurer



**Finance Committee Meeting Minutes
April 14, 2022**

The Finance Committee of the Lodi Winegrape Commission met at the Lodi Winegrape Commission office at 2545 W. Turner Road, Lodi.

1. The meeting was called to order by Chair Brandon Sywassink at 12:09 PM.
2. Roll was called. In attendance were Chair Sywassink, Matt Lauchland, Diego Olagaray, Tom Murphy, and Gary Daniel. Staff present Stuart Spencer and Kim Cassetta. A quorum was established.
3. Minutes of 2/15/22 were approved (Exhibit A). Olagaray/Murphy- Carried
4. Public Comments on Items Appearing on the Agenda – None
5. Financial Report – the committee reviewed the February 2022 financials (Exhibit B). amount is becoming available every 3 months. Committee wants to explore this more.
6. Year-to-Date Budget Review – the committee reviewed the budget through February 2022 (Exhibit C). Motion to accept the February 2022 financial statements and budget report through February 2022. Olagaray/Murphy- Carried
7. The committee reviewed a spreadsheet (Exhibit D) detailing cash-on-hand for the past 5 years. The committee discussed reserve needs for the Commission moving forward. The committee also discussed current CD rates as given by F&M Bank and determined that the rates were so low at this point, it didn't make sense to tie up money.
8. CWEF/LWC Financial Agreement Review – No report.
9. Agenda Items for Future Meetings – None
10. Next meeting was set for May 20, 2022.
11. Public Comment on Items not appearing on the agenda – The committee discussed the April 12th frost event and impacts on Lodi vineyards. The Commission is working on putting together a frost field day next week discuss options for managing frosted vineyards.
12. The meeting was adjourned at 1:48PM.

Respectfully submitted,

Stuart Spencer
On behalf of Brandon Sywassink
Treasurer

Lodi Winegrape Commission
Statement of Cash Flows
March 2022

	<u>Mar 22</u>
OPERATING ACTIVITIES	
Net Income	-167,677.89
Adjustments to reconcile Net Income to net cash provided by operations:	
1120 · Accounts Receivable	19,954.53
1191 · Prepaid Postage	-879.98
2000 · Accounts Payable	9,709.93
2007 · Costco Visa Business Card-Citi	1,516.31
2160 · SUI / ETT Payable	443.39
	<hr/>
Net cash provided by Operating Activities	-136,933.71
INVESTING ACTIVITIES	
1440 · Fixed Assets	16,212.27
1441 · Property; Plant & Equipment	-16,212.27
	<hr/>
Net cash provided by Investing Activities	0.00
Net cash increase for period	-136,933.71
Cash at beginning of period	<u>2,090,668.52</u>
Cash at end of period	<u><u>1,953,734.81</u></u>

4:19 PM
05/12/22

Lodi Winegrape Commission
Cash/Check Disbursement

Accrual Basis

March 2022

Type	Date	Num	Name	Memo	Amount	Balance
Mar 22						
Bill Pmt -Check	03/04/22	43518	Baba, Christina		-347.50	-347.50
Bill Pmt -Check	03/04/22	43519	Bolton, Stephanie	https://www.expensify.com/repor...	-109.40	-456.90
Bill Pmt -Check	03/04/22	43520	Calhoun & Company Communi...		-7,519.44	-7,976.34
Bill Pmt -Check	03/04/22	43521	Caparoso, Randy		-3,000.00	-10,976.34
Bill Pmt -Check	03/04/22	43522	CCT Telecomm	Acct #2019051021	-350.00	-11,326.34
Bill Pmt -Check	03/04/22	43523	Christina Best Photography	W & C Sunday Brunch	-1,125.00	-12,451.34
Bill Pmt -Check	03/04/22	43524	England, Jill S. - Attorney at Law	February 2022 Legal	-300.00	-12,751.34
Bill Pmt -Check	03/04/22	43525	Goff Photography	Photography of wine bottles for ...	-600.00	-13,351.34
Bill Pmt -Check	03/04/22	43526	Goode, Gabriella	https://www.expensify.com/repor...	-47.61	-13,398.95
Bill Pmt -Check	03/04/22	43527	Lodi Wine & Visitor Center(ve...	Sweatshirts for staff per SS	-471.43	-13,870.38
Bill Pmt -Check	03/04/22	43528	Marsh, Paul	Coastal Products Pickup paper s...	-83.07	-13,953.45
Bill Pmt -Check	03/04/22	43529	Oakwood Strategies, LLC (Cam...	February 2021 Retainer	-2,500.00	-16,453.45
Bill Pmt -Check	03/04/22	43530	Office Depot	Account Number: 67218009 Billi...	-250.81	-16,704.26
Bill Pmt -Check	03/04/22	43531	Spencer, Stuart	https://www.expensify.com/repor...	-40.96	-16,745.22
Bill Pmt -Check	03/04/22	43532	The Parks Group (dba)	Account #133	-2,095.62	-18,840.84
Bill Pmt -Check	03/04/22	43533	Wine & Roses, LLC (Rent)	Lease March 2022	-10,471.74	-29,312.58
Bill Pmt -Check	03/04/22	43534	Wine & Roses, LLC (Charges)	Rooms for Media Influencers W...	-1,982.40	-31,294.98
Bill Pmt -Check	03/04/22	43535	Wine & Roses, LLC (Utilities)	Feb 2022 Utilities & Janitorial (...)	-937.36	-32,232.34
Bill Pmt -Check	03/04/22	43536	Wine Communications Group, L...	Digital advertising on WineBusin...	-3,250.00	-35,482.34
Bill Pmt -Check	03/04/22	43537	Lodi Wine & Visitor Center(ve...		-14,241.66	-49,724.00
Bill Pmt -Check	03/07/22	43538	Crippen, Katie	https://www.expensify.com/repor...	-86.60	-49,810.60
Bill Pmt -Check	03/14/22	43539	Bolton, Stephanie	https://www.expensify.com/repor...	-12.70	-49,823.30
Bill Pmt -Check	03/14/22	43540	Caparoso, Randy		-3,000.00	-52,823.30
Bill Pmt -Check	03/14/22	43541	CCT Telecomm	Acct #2019051021	-271.31	-53,094.61
Bill Pmt -Check	03/14/22	43542	Chubb	Account Number: 0012 3100 72...	-7,767.00	-60,861.61
Bill Pmt -Check	03/14/22	43543	Citi Cards	Account ending in 4511	-5,048.15	-65,909.76
Bill Pmt -Check	03/14/22	43544	City of Lodi	Electric Service from 2/02/2022-...	-314.94	-66,224.70
Bill Pmt -Check	03/14/22	43545	Comcast	Account #8155 60 071 0168561	-156.40	-66,381.10
Bill Pmt -Check	03/14/22	43546	CoPower Broker-VSP Voluntar...	CoPower ID: 905910	-72.69	-66,453.79
Bill Pmt -Check	03/14/22	43547	Lodi Wine & Visitor Center(ve...	Adobe for Teams	-166.91	-66,620.70
Bill Pmt -Check	03/14/22	43548	SecurCare Self Storage (Prv W ...	Unit No's: A022 & D002	-522.00	-67,142.70
Bill Pmt -Check	03/14/22	43549	The Parks Group (dba)	Account #133	-777.95	-67,920.65
Bill Pmt -Check	03/14/22	43550	ULINE	Customer No. 16695945	-44.21	-67,964.86
Bill Pmt -Check	03/14/22	43551	Western Weather Group	Quote No. 7157C-1	-1,800.00	-69,764.86
Bill Pmt -Check	03/14/22	43552	Kahn, Soares & Conway, LLP	Client Number: 5489	-38.76	-69,803.62
Bill Pmt -Check	03/23/22	43553	Blue Shield of California	W00578511000	-7,207.97	-77,011.59
Bill Pmt -Check	03/23/22	43554	Bon Appetit	Executive Committee 3/14/22	-137.06	-77,148.65
Bill Pmt -Check	03/23/22	43555	CDFA Cashier - Marketing Bra...	FA600	-7,595.99	-84,744.64
Bill Pmt -Check	03/23/22	43556	Full Force Solutions, LLC	Sales Workshop	-1,000.00	-85,744.64
Bill Pmt -Check	03/23/22	43557	NAC Technology Group, Inc. (...)	Platinum Service Agreement Ap...	-838.00	-86,582.64
Bill Pmt -Check	03/23/22	43558	PG&E	7807859329-6	-487.50	-87,070.14
Bill Pmt -Check	03/23/22	43559	Rindal & Co.	50% Deposit Package of nine (9...	-74,692.50	-161,762.64
Bill Pmt -Check	03/23/22	43560	U.S. Bank Equipment Finance	Customer Credit Acct #21821225	-1,146.77	-162,909.41
Bill Pmt -Check	03/23/22	43561	ULINE	Customer No. 16695945	-46.19	-162,955.60
Bill Pmt -Check	03/29/22	43562	Caparoso, Randy		-3,000.00	-165,955.60
Bill Pmt -Check	03/29/22	43563	Employers Compensation Ins. Co.	FN 0330363 14 1380000	-506.81	-166,462.41
Bill Pmt -Check	03/29/22	43564	Lodi Wine & Visitor Center(ve...	Staff purchase Grey unisex pull...	-94.29	-166,556.70
Bill Pmt -Check	03/29/22	43565	The Parks Group (dba)	Account #133	-809.58	-167,366.28
Bill Pmt -Check	03/29/22	43568	Spencer, Stuart	https://www.expensify.com/repor...	-1,424.55	-168,790.83
Bill Pmt -Check	03/29/22	43569	Wine & Roses, LLC (Charges)	Room rental Grower/Winery me...	-624.18	-169,415.01
Bill Pmt -Check	03/30/22	43572	G Force Productions	10/27 screen	-1,800.00	-171,215.01
Bill Pmt -Check	03/31/22	43573	Civitas Advisors	Professional Services	-8,190.00	-179,405.01
					<u>-179,405.01</u>	<u>-179,405.01</u>

Mar 22

Lodi Winegrape Commission

5/12/22 4:28 PM

Register: 1025 · Public Funds - Special Project

From 01/01/22 through 03/31/22

Sorted by: Date, Type, Number/Ref

Date	Number	Payee	Account	Memo	Payment	C	Deposit	Balance
01/31/22			4130 · Interest Income	Interest	X		4.18	61,508.51
02/28/22			4130 · Interest Income	Interest	X		3.78	61,512.29
03/31/22			4130 · Interest Income	Interest	X		4.18	61,516.47

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 Accrual Basis

Lodi Winegrape Commission
 CitiCard Visa - Credit Card Transactions
 As of March 31, 2022

Type	Date	Num	Name	Memo	Debit	Credit	Balance
2007 · Costco Visa Business Card-Citi							4,144.15
Credit Card ...	03/01/22	88979880NR	Credit Card Misc.	Expensify, Inc. - Monthly charges - E...		144.00	4,288.15
Credit Card ...	03/01/22	90319069NR	Credit Card Misc.	Pietro's Italian Restaurant - Dinner fo...		100.00	4,388.15
Credit Card ...	03/01/22	88316312NR	Credit Card Misc.	Zoom - Standard Pro Monthly & Web...	0.00		4,388.15
Credit Card ...	03/01/22	88316312NR	Credit Card Misc.	GoDaddy - Standard SSL Renewal - ...	0.00		4,388.15
Credit Card ...	03/01/22	88316312NR	Credit Card Misc.	Zoom - Standard Pro Monthly & Web...	0.00		4,388.15
Credit Card ...	03/02/22	90211789NR	Amazon.com	Amazon.com - office supplies - https:...		15.94	4,404.09
Credit Card ...	03/02/22	90211789NR	Amazon.com	Amazon.com - office supplies - https:...		32.75	4,436.84
Credit Card ...	03/02/22	90504385NR	Credit Card Misc.	Routledge Taylor & Francis Group - ...		135.31	4,572.15
Credit Card ...	03/02/22	90504385NR	Bon Appetit	Bon Appetit - committee meeting lun...		95.66	4,667.81
Credit Card ...	03/03/22	90211789NR	Amazon.com	Amazon.com - office supplies for rest...		42.43	4,710.24
Credit Card ...	03/03/22	90319069NR	Credit Card Misc.	Mailchimp - RECURRING: Monthly ...		259.00	4,969.24
Credit Card ...	03/03/22	90319069NR	Lowe's	Lowe's - Plastic wrap for wrapping di...		37.82	5,007.06
Credit Card ...	03/03/22	90319069NR	Credit Card Misc.	Guantonio's Wood Fired - Dinner for ...		100.00	5,107.06
Credit Card ...	03/04/22	90393973NR	USPS	USPS - Ship materials to WA - https://...		15.50	5,122.56
Credit Card ...	03/05/22	90319069NR	Credit Card Misc.	Avangate Inc dba 2Checkout (Movav...		60.90	5,183.46
Bill	03/09/22	March 2022	Citi Cards		5,048.15		135.31
Credit Card ...	03/09/22	6050012	Wine Direct (Vin...	Wine Direct March 2022		952.00	1,087.31
Credit Card ...	03/11/22	90380316NR	Amazon.com	Amazon.com - Office supplies for sta...		47.41	1,134.72
Credit Card ...	03/12/22	YSI23957802	Hightail	Pro Plus - Stuart - Monthly Online St...		14.99	1,149.71
Credit Card ...	03/13/22	March 2022	Quickbooks Time	Time Tracking		108.00	1,257.71
Credit Card ...	03/14/22	90512792NR	Unified Wine & ...	Unified Wine & Grape Symposium - ...		1,200.00	2,457.71
Credit Card ...	03/14/22	92114563NR	Credit Card Misc.	United States Postal Service - Postage...		821.50	3,279.21
Credit Card ...	03/16/22	92114563NR	Credit Card Misc.	Amazon - Paper bags for blind wine t...		63.74	3,342.95
Credit Card ...	03/18/22	91651988NR	Credit Card Misc.	CA Dept Pest Regs - Inv #CE-MEAL...		45.00	3,387.95
Credit Card ...	03/19/22	92114563NR	Credit Card Misc.	Exclaimer - RECURRING: Monthly ...		13.59	3,401.54
Credit Card ...	03/20/22	91397231NR	Credit Card Misc.	BROWNPAPERTICKETS.COM - re...	210.99		3,190.55
Credit Card ...	03/20/22	92801355NR	Credit Card Misc.	Intuit QuickBooks Payroll - Annual S...		650.00	3,840.55
Credit Card ...	03/21/22	91088463NR	Vertical Response	Vertical Response - VR email credits ...		30.01	3,870.56
Credit Card ...	03/22/22	92114563NR	Star Donuts	Star Donuts - Donuts for Dale Carneg...		27.90	3,898.46
Credit Card ...	03/22/22	92801355NR	Credit Card Misc.	SF Chronicle - Digital Subscription - ...		15.96	3,914.42
Credit Card ...	03/22/22	Lost receipt	Willy's Bagels	Modern Farmer's Workshop		37.80	3,952.22
Credit Card ...	03/23/22	92114563NR	House of Coffees	House of Coffees - Coffee for Cal Pol...		46.00	3,998.22
Credit Card ...	03/23/22	92114563NR	Panera Bread	Panera Bread - Pastries for Cal Poly S...		50.18	4,048.40
Credit Card ...	03/23/22	92801355NR	Credit Card Misc.	GoDaddy - ZinfestWeekend.com Do...		19.17	4,067.57
Credit Card ...	03/24/22	91088463NR	Credit Card Misc.	GoTo - GoTo Webinar subscription f...		109.00	4,176.57
Credit Card ...	03/24/22	93199655NR	Amazon.com	Amazon.com - office supplies - https:...		20.44	4,197.01
Credit Card ...	03/25/22	91383634NR	Amazon.com	Amazon.com - Office supplies for sta...		27.99	4,225.00
Credit Card ...	03/25/22	91383634NR	Amazon.com	Amazon.com - Office supplies for sta...		34.60	4,259.60
Credit Card ...	03/27/22	92801355NR	Credit Card Misc.	Zoom - Zoom - Standard Pro & Webi...		54.99	4,314.59
Credit Card ...	03/28/22	91548213NR	Amazon.com	Amazon.com - office supplies request...		31.60	4,346.19
Credit Card ...	03/30/22	92492598NR	Credit Card Misc.	Destination Angers - IHS/OIV Confer...		1,120.03	5,466.22
Credit Card ...	03/30/22	92492598NR	USPS	USPS - binder to Israel - https://www...		62.90	5,529.12
Credit Card ...	03/30/22	92492598NR	Credit Card Misc.	Yume Japanese Cuisine - meeting - ht...		71.54	5,600.66
Credit Card ...	03/31/22	92492598NR	Credit Card Misc.	Yume Japanese Cuisine - meeting - ht...		59.80	5,660.46
Total 2007 · Costco Visa Business Card-Citi					5,259.14	6,775.45	5,660.46
TOTAL					5,259.14	6,775.45	5,660.46

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05/12/22

Lodi Winegrape Commission
A/P Aging Summary
As of March 31, 2022

	<u>Current</u>	<u>1 - 30</u>	<u>31 - 60</u>	<u>> 60</u>	<u>TOTAL</u>
Calhoun & Company Communications, LLC	3,838.81	0.00	0.00	0.00	3,838.81
England, Jill S. - Attorney at Law	225.00	0.00	0.00	0.00	225.00
Lodi Wine & Visitor Center(vendor)	94.29	0.00	0.00	0.00	94.29
Oakwood Strategies, LLC (Camron King d...	4,868.04	0.00	0.00	0.00	4,868.04
Office Depot	128.25	0.00	0.00	0.00	128.25
Pitney Bowes-Louisville	0.00	0.00	0.00	-3.89	-3.89
St. Amant Winery	83.00	0.00	0.00	0.00	83.00
The Honey Agency, Inc.	645.00	0.00	0.00	0.00	645.00
The Parks Group (dba)	1,428.67	0.00	0.00	0.00	1,428.67
Wine & Roses, LLC (Charges)	0.00	17176.01	0.00	0.00	17176.01
Wine & Roses, LLC (Utilities)	943.51	0.00	0.00	0.00	943.51
Wine Communications Group, Inc.	6,750.00	0.00	0.00	0.00	6,750.00
TOTAL	<u>19004.57</u>	<u>17176.01</u>	<u>0.00</u>	<u>-3.89</u>	<u>36176.69</u>

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05/12/22

Lodi Winegrape Commission
A/R Aging Summary
As of March 31, 2022

	<u>Current</u>	<u>1 - 30</u>	<u>31 - 60</u>	<u>> 60</u>	<u>TOTAL</u>
Lodi Wine & Visitor Cen...	19629.83	27.98	31262.31	0.00	50920.12
Lone Grape Winery	0.00	0.00	0.00	125.00	125.00
TOTAL	<u>19629.83</u>	<u>27.98</u>	<u>31262.31</u>	<u>125.00</u>	<u>51045.12</u>

Lodi Winegrape Commission
Balance Sheet
As of March 31, 2022

	<u>Mar 31, 22</u>
ASSETS	
Current Assets	
Checking/Savings	
1021 · Money Market Fund	15,503.26
1022 · LWC General Checking	1,462,141.26
1025 · Public Funds - Special Project	61,516.47
1026 · Public Funds - Reserve Funds	414,073.82
1080 · Petty Cash	500.00
	<hr/>
Total Checking/Savings	1,953,734.81
Accounts Receivable	
1120 · Accounts Receivable	51,045.12
	<hr/>
Total Accounts Receivable	51,045.12
Other Current Assets	
1121.1 · Research Grant AVF 2018-19	408.81
1121.2 · Research Grant PD.GWSS 2018-19	50,870.29
1190 · Security Deposit	200.00
1191 · Prepaid Postage	3,483.53
	<hr/>
Total Other Current Assets	54,962.63
Total Current Assets	2,059,742.56
Fixed Assets	
1441 · Property; Plant & Equipment	241,302.93
1445 · Accum Depr	-150,634.78
	<hr/>
Total Fixed Assets	90,668.15
TOTAL ASSETS	<hr/> <u>2,150,410.71</u>
LIABILITIES & EQUITY	
Liabilities	
Current Liabilities	
Accounts Payable	
2000 · Accounts Payable	36,176.69
	<hr/>
Total Accounts Payable	36,176.69
Credit Cards	
2007 · Costco Visa Business Card-Citi	5,660.46
	<hr/>
Total Credit Cards	5,660.46

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05/12/22

Accrual Basis

Lodi Winegrape Commission

Balance Sheet

As of March 31, 2022

	<u>Mar 31, 22</u>
Other Current Liabilities	
2075 · Other Payables - PPP	168,116.00
2100 · Payroll Liabilities	53.09
2160 · SUI / ETT Payable	3,229.33
2300 · Accrued Vacation	<u>32,568.77</u>
Total Other Current Liabilities	<u>203,967.19</u>
Total Current Liabilities	<u>245,804.34</u>
Total Liabilities	245,804.34
Equity	
3900 · Retained Earnings	1,227,751.55
Net Income	<u>676,854.82</u>
Total Equity	<u>1,904,606.37</u>
TOTAL LIABILITIES & EQUITY	<u><u>2,150,410.71</u></u>

Lodi Winegrape Commission

Profit & Loss

July 2021 through March 2022

	Jul '21 - M...	Jul '20 - M...	\$ Change	% Change
Ordinary Income/Expense				
Income				
4120 · Assessment Income	1,701,694.61	1,447,695.93	253,998.68	17.6%
4122 · Lodi Rules Certification Income	63,077.06	54,746.40	8,330.66	15.2%
4130 · Interest Income	303.44	574.30	-270.86	-47.2%
4131 · Grant Income	4,089.13	0.00	4,089.13	100.0%
4145 · Admin Fees Income - VC	154,454.35	99,426.78	55,027.57	55.3%
4148 · Rent Income - VC	36,755.81	36,035.10	720.71	2.0%
4150 · Miscellaneous Income	9,053.15	1,238.45	7,814.70	631.0%
4160 · Winery Marketing Income				
4160.1 · Annual Contributions	74,625.00	70,375.00	4,250.00	6.0%
Total 4160 · Winery Marketing Income	74,625.00	70,375.00	4,250.00	6.0%
4162 · Event Income	200,473.91	0.00	200,473.91	100.0%
4200 · Special Events Income	1,500.00	0.00	1,500.00	100.0%
Total Income	2,246,026.46	1,710,091.96	535,934.50	31.3%
Gross Profit	2,246,026.46	1,710,091.96	535,934.50	31.3%
Expense				
6000 · Program Management - Salaries	377,638.46	385,159.09	-7,520.63	-2.0%
6010 · Employee Benefits				
6010.1 · Medical	39,509.59	36,195.93	3,313.66	9.2%
6010.2 · Retirement	44,364.36	45,063.81	-699.45	-1.6%
6010.3 · Employee Paid Voluntary Ben...	70.16	258.50	-188.34	-72.9%
Total 6010 · Employee Benefits	83,944.11	81,518.24	2,425.87	3.0%
6015 · Payroll Taxes	7,155.94	8,024.90	-868.96	-10.8%
6022 · Legal Fees	2,156.47	5,822.23	-3,665.76	-63.0%
6023 · Consulting Services				
6023.2 · Export	20,000.00	20,000.00	0.00	0.0%
6023.3 · Other	23,271.02	0.00	23,271.02	100.0%
6023.1 · Public Relations	58,500.00	58,500.00	0.00	0.0%
Total 6023 · Consulting Services	101,771.02	78,500.00	23,271.02	29.6%
6024 · Accounting Fees	21,600.00	20,547.00	1,053.00	5.1%
6026 · Insurance				
6026.1 · Commercial - Liability	7,767.00	6,509.12	1,257.88	19.3%
6026.2 · Workers Compensation	3,736.57	4,204.20	-467.63	-11.1%
Total 6026 · Insurance	11,503.57	10,713.32	790.25	7.4%
6030 · Furnishings	0.00	0.00	0.00	0.0%
6033 · Office Supplies	7,771.69	7,654.49	117.20	1.5%
6035 · Postage	18,437.66	20,304.90	-1,867.24	-9.2%

Lodi Winegrape Commission

Profit & Loss

July 2021 through March 2022

	Jul '21 - M...	Jul '20 - M...	\$ Change	% Change
6040 · Rent	57,489.85	56,362.68	1,127.17	2.0%
6041 · Offsite Storage	4,414.00	4,109.00	305.00	7.4%
6054 · Personal Property Tax	991.42	1,074.47	-83.05	-7.7%
6056 · Telephone	4,156.75	2,497.38	1,659.37	66.4%
6058 · Utilities	7,257.22	7,169.84	87.38	1.2%
6060 · Website - Internet	13,891.91	12,302.54	1,589.37	12.9%
6070 · Maintenance				
6070.1 · Computer	4,062.48	17,411.85	-13,349.37	-76.7%
6070.2 · Cleaning	4,244.95	4,062.00	182.95	4.5%
6070.3 · Directional Signage	0.00	15,055.69	-15,055.69	-100.0%
6070.4 · Copier Lease	5,908.68	2,805.84	3,102.84	110.6%
6070.6 · Office Maintenance	250.00	649.00	-399.00	-61.5%
Total 6070 · Maintenance	14,466.11	39,984.38	-25,518.27	-63.8%
6076 · Employee Mileage	2,487.20	350.00	2,137.20	610.6%
6080 · Travel Expenses	6,426.23	0.00	6,426.23	100.0%
6090 · Bank Charges	6.44	31.13	-24.69	-79.3%
6098 · Supplies	27,598.22	1,047.84	26,550.38	2,533.8%
6099 · CDFA Charges	25,489.72	26,842.37	-1,352.65	-5.0%
6100 · Graphic Design	104,038.75	110,061.15	-6,022.40	-5.5%
6110 · Advertising	142,789.00	205,280.18	-62,491.18	-30.4%
6120 · Printing and Materials	74,994.39	24,292.67	50,701.72	208.7%
6130 · Public Relations	48,139.72	33,859.47	14,280.25	42.2%
6132 · Lodi Wine Blog	60,000.00	60,000.00	0.00	0.0%
6140 · Promotional Sponsorships	21,000.00	1,040.00	19,960.00	1,919.2%
6150 · Local Community Sponsorships	5,000.00	36.10	4,963.90	13,750.4%
6155 · Grape Marketing Events	0.00	0.00	0.00	0.0%
6160 · Trade Show & Conference Fees	3,196.62	1,200.00	1,996.62	166.4%
6170 · Wine Purchase	1,836.17	1,067.10	769.07	72.1%
6200 · Reference Materials	339.52	157.42	182.10	115.7%
6210 · Newsletters and Publications	1,583.96	5,380.72	-3,796.76	-70.6%
6220 · Meetings & Socials	17,965.93	7,753.11	10,212.82	131.7%
6221 · LWC Meeting Expenses	4,642.39	413.66	4,228.73	1,022.3%
6245 · Contributions				
6245.1 · Visitor Center	56,250.00	56,250.00	0.00	0.0%
Total 6245 · Contributions	56,250.00	56,250.00	0.00	0.0%
6250 · Dues	1,639.00	1,989.00	-350.00	-17.6%
6255 · Subscriptions	2,111.97	1,649.80	462.17	28.0%
6266 · Weather Stations	23,868.00	13,175.00	10,693.00	81.2%
6270 · Staff Education	464.00	295.00	169.00	57.3%
6320 · Research Contributions	10,000.00	20,000.00	-10,000.00	-50.0%
6330 · Winegrape Research	842.60	4,163.98	-3,321.38	-79.8%
6560 · Payroll Expenses	406.00	399.25	6.75	1.7%
8000 · VC - Manager Salary	45,245.00	48,652.36	-3,407.36	-7.0%
8001 · VC Support Staff Salary	68,996.48	21,504.31	47,492.17	220.9%

Lodi Winegrape Commission
Profit & Loss
 July 2021 through March 2022

	<u>Jul '21 - M...</u>	<u>Jul '20 - M...</u>	<u>\$ Change</u>	<u>% Change</u>
8003 · VC - Administrative salary	10,590.69	10,563.03	27.66	0.3%
8010 · VC - Employee Benefits				
8010.1 · Medical	10,635.54	6,717.62	3,917.92	58.3%
8010.2 · Retirement	14,615.24	9,444.21	5,171.03	54.8%
Total 8010 · VC - Employee Benefits	25,250.78	16,161.83	9,088.95	56.2%
8015 · VC - Payroll Taxes	4,371.40	2,545.25	1,826.15	71.8%
8040 · VC - Rent	36,755.81	36,035.10	720.71	2.0%
9011 · Late Penalty Fees	199.47	29.99	169.48	565.1%
Total Expense	1,569,171.64	1,453,971.28	115,200.36	7.9%
Net Ordinary Income	676,854.82	256,120.68	420,734.14	164.3%
Other Income/Expense				
Other Expense				
9010 · Interest Expense	0.00	61.42	-61.42	-100.0%
Total Other Expense	0.00	61.42	-61.42	-100.0%
Net Other Income	0.00	-61.42	61.42	100.0%
Net Income	<u>676,854.82</u>	<u>256,059.26</u>	<u>420,795.56</u>	<u>164.3%</u>

Lodi Winegrape Commission
Statement of Cash Flows
April 2022

	<u>Apr 22</u>
OPERATING ACTIVITIES	
Net Income	-50,930.59
Adjustments to reconcile Net Income to net cash provided by operations:	
1120 · Accounts Receivable	13,136.12
1121.1 · Research Grant AVF 2018-19	-9,948.60
1191 · Prepaid Postage	-463.03
2000 · Accounts Payable	-14,339.58
2007 · Costco Visa Business Card-Citi	8,637.36
2160 · SUI / ETT Payable	-2,924.11
	<u> </u>
Net cash provided by Operating Activities	-56,832.43
	<u> </u>
Net cash increase for period	-56,832.43
	<u> </u>
Cash at beginning of period	1,953,734.81
	<u> </u>
Cash at end of period	<u><u>1,896,902.38</u></u>

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05/19/22
Accrual Basis

Lodi Winegrape Commission
Cash/Check Disbursement
April 2022

Type	Date	Num	Name	Memo	Amount	Balance
Apr 22						
Bill Pmt -Che...	04/01/22	43566	Lodi Wine & Visitor Center(vendor)	Promo Svc Agrmnt April 2022	-6,250.00	-6,250.00
Bill Pmt -Che...	04/01/22	43567	Wine & Roses, LLC (Rent)	Lease April 2022	-10,471.74	-16,721.74
Bill Pmt -Che...	04/14/22	43574	C.A. Reding Co., Inc.	Sales Order No. 55215	-130.23	-16,851.97
Bill Pmt -Che...	04/14/22	43575	Calhoun & Company Communicat...	April 2022 Services	-6,500.00	-23,351.97
Bill Pmt -Che...	04/14/22	43576	Caparoso, Randy		-3,000.00	-26,351.97
Bill Pmt -Che...	04/14/22	43577	CCT Telecomm	Acct #2019051021	-269.02	-26,620.99
Bill Pmt -Che...	04/14/22	43578	City of Lodi	Electric Service from 03/02/2022-...	-289.76	-26,910.75
Bill Pmt -Che...	04/14/22	43579	Comcast	Account #8155 60 071 0168561	-156.40	-27,067.15
Bill Pmt -Che...	04/14/22	43580	CoPower Broker-VSP Voluntary ...	CoPower ID: 905910	-72.69	-27,139.84
Bill Pmt -Che...	04/14/22	43581	England, Jill S. - Attorney at Law		-225.00	-27,364.84
Bill Pmt -Che...	04/14/22	43582	Lodi Wine & Visitor Center(vendor)	Unisex Hoodie - Mustard Purcha...	-94.29	-27,459.13
Bill Pmt -Che...	04/14/22	43583	Office Depot	Account Number: 67218009 Billi...	-128.25	-27,587.38
Bill Pmt -Che...	04/14/22	43584	SecurCare Self Storage (Prv W Lo...	Unit No's: A022 & D002	-522.00	-28,109.38
Bill Pmt -Che...	04/14/22	43585	St. Amant Winery	Lodi Rules media samples	-83.00	-28,192.38
Bill Pmt -Che...	04/14/22	43586	The Honey Agency, Inc.	Lodi Row X Row website Update	-645.00	-28,837.38
Bill Pmt -Che...	04/14/22	43587	The Parks Group (dba)	Account #133	-1,428.67	-30,266.05
Bill Pmt -Che...	04/14/22	43588	Western Weather Group	Quote No. 7157C-1	-1,800.00	-32,066.05
Bill Pmt -Che...	04/14/22	43589	Wine & Roses, LLC (Charges)		-18,617.59	-50,683.64
Bill Pmt -Che...	04/14/22	43590	Wine & Roses, LLC (Utilities)	March 2022 Utilities & Janitoria...	-943.51	-51,627.15
Bill Pmt -Che...	04/14/22	43591	Wine Communications Group, Inc.		-6,750.00	-58,377.15
Bill Pmt -Che...	04/14/22	43592	PG&E	7807859329-6	-191.63	-58,568.78
Bill Pmt -Che...	04/19/22	43594	Blue Shield of California	W00578511000	-7,207.97	-65,776.75
Bill Pmt -Che...	04/19/22	43593	Calhoun & Company Communicat...	Public Relations Expense March...	-3,838.81	-69,615.56
Bill Pmt -Che...	04/19/22	43596	Citi Cards	Account ending in 4511	-1,924.14	-71,539.70
Bill Pmt -Che...	04/19/22	43597	Civitas Advisors	April 2022	-6,240.00	-77,779.70
Bill Pmt -Che...	04/19/22	43598	NAC Technology Group, Inc. (Lodi)	Platinum Service Agreement Ma...	-838.00	-78,617.70
Bill Pmt -Che...	04/19/22	43599	Oakwood Strategies, LLC (Camro...	March 2022 Retainer	-4,868.04	-83,485.74
Bill Pmt -Che...	04/19/22	43600	Wine Enthusiast Magazine(Strum ...	Full Page Ad May 2022 Issue	-15,000.00	-98,485.74
Bill Pmt -Che...	04/21/22	43601	Caparoso, Randy		-3,000.00	-101,485.74
Bill Pmt -Che...	04/21/22	43602	Employers Compensation Ins. Co.	FN 0330363 14 1380000	-506.81	-101,992.55
Bill Pmt -Che...	04/21/22	43603	Goode, Gabriella	https://www.expensify.com/report...	-72.55	-102,065.10
Bill Pmt -Che...	04/21/22	43604	Office Depot	Account Number: 67218009 Billi...	-458.79	-102,523.89
Bill Pmt -Che...	04/21/22	43605	U.S. Bank Equipment Finance	Customer Credit Acct #21821225	-1,025.87	-103,549.76
Bill Pmt -Che...	04/22/22	43606	Pitney Bowes Global Financial Ser...	Account Number: 0015911233	-211.82	-103,761.58
Bill Pmt -Che...	04/22/22	43607	Crippen, Katie	https://www.expensify.com/report...	-36.91	-103,798.49
Bill Pmt -Che...	04/25/22	43608	Giuffra's Party Rentals	Frost mtg rentals	-91.35	-103,889.84
Bill Pmt -Che...	04/25/22	43609	Goode, Gabriella	https://www.expensify.com/report...	-29.26	-103,919.10
Bill Pmt -Che...	04/25/22	43610	Guantonio's	Final dinner with group of Somms	-3,485.54	-107,404.64
Bill Pmt -Che...	04/25/22	43611	Lodi Wine & Visitor Center(vendor)	Adobe for Teams	-166.91	-107,571.55
Bill Pmt -Che...	04/25/22	43612	Rampant Creative (Erin Diego DBA)	Creation of Lodi Wine Media Kit	-1,481.25	-109,052.80
Bill Pmt -Che...	04/25/22	43614	Bokisch Winery Vineyards	Chair & Linen Rentals for lunch a...	-197.40	-109,250.20
Bill Pmt -Che...	04/25/22	43615	Ignis Provisions (Daniel Cortez dba)	Dinner for Somm Foundation Me...	-2,637.50	-111,887.70
Bill Pmt -Che...	04/29/22	43619	Bella Festa	Rentals for dinner at the Lucas W...	-994.24	-112,881.94
Bill Pmt -Che...	04/29/22	43620	Giuffra's Party Rentals	Rentals for dinner at Kolber Resi...	-804.63	-113,686.57
Bill Pmt -Che...	04/29/22	43621	Office Depot	Account Number: 67218009 Billi...	-253.74	-113,940.31
Bill Pmt -Che...	04/29/22	43622	San Joaquin Farm Bureau.	Member Number: 1084998	-450.00	-114,390.31
Bill Pmt -Che...	04/29/22	43623	Lodi Wine & Visitor Center(vendor)		-562.19	-114,952.50
Apr 22					-114,952.50	-114,952.50

Lodi Winegrape Commission
CitiCard Visa - Credit Card Transactions

As of April 30, 2022

Type	Date	Num	Name	Memo	Debit	Credit	Balance
2007 · Costco Visa Business Card-Citi							5,660.46
Credit Card ...	04/01/22	91579254NR	Credit Card Mi...	Expensify, Inc. - Monthly charges ...		144.00	5,804.46
Credit Card ...	04/01/22	92492598NR	Credit Card Mi...	Wine & Roses - meeting - https://...		5.68	5,810.14
Credit Card ...	04/01/22	93338479NR	Amazon.com	VOID: Amazon.com - Paper bags f...	0.00		5,810.14
Credit Card ...	04/03/22	92114563NR	Credit Card Mi...	Mailchimp - RECURRING: Month...		259.00	6,069.14
Credit Card ...	04/04/22	92119413NR	Amazon.com	Amazon.com - supplies for the me...		121.54	6,190.68
Credit Card ...	04/05/22	92114563NR	Credit Card Mi...	Party City - Cups for spitting durin...		12.99	6,203.67
Credit Card ...	04/05/22	92492598NR	Credit Card Mi...	Save Mart - fruit for 4-7-22 - https:...		22.87	6,226.54
Credit Card ...	04/06/22	92492598NR	Pietro's	Pietro's - virus dinner - https://ww...		2,450.28	8,676.82
Credit Card ...	04/07/22	92492598NR	Credit Card Mi...	Angelinas - M&V lunch - https://w...		6,776.25	15,453.07
Credit Card ...	04/07/22	93197283NR	Hampton Inn &...	Hampton Inn & Suites - hotel-spea...		227.81	15,680.88
Credit Card ...	04/07/22	93197283NR	Hampton Inn &...	Hampton Inn & Suites - hotel- spe...		99.63	15,780.51
Credit Card ...	04/07/22	93197283NR	Hampton Inn &...	Hampton Inn & Suites - hotel- spe...		99.63	15,880.14
Credit Card ...	04/08/22	92492598NR	Credit Card Mi...	Java Stop - 4-7-22 coffee - https://...		295.00	16,175.14
Credit Card ...	04/09/22	6051771	Wine Direct (V...	Wine Direct April 2022		749.00	16,924.14
Bill	04/10/22	April 2022	Citi Cards		16,924.14		0.00
Bill	04/10/22	April 2022	Citi Cards	Online payment		15,000.00	15,000.00
Credit Card ...	04/11/22	92492598NR	Credit Card Mi...	CA DEPT PEST REGS - 5.3.22 C...		45.00	15,045.00
Credit Card ...	04/11/22	93338479NR	Credit Card Mi...	Kermit Lynch Wine Merchant - Eu...		372.38	15,417.38
Credit Card ...	04/11/22	93338479NR	Smart & Final	Smart & Final - Supplies (serving ...		49.25	15,466.63
Credit Card ...	04/11/22	93338479NR	Credit Card Mi...	Wine.com - Wine for "European vs...		245.19	15,711.82
Credit Card ...	04/11/22	93974950NR	Credit Card Mi...	Pitney Bowes - Postage meter ink ...		130.05	15,841.87
Credit Card ...	04/12/22	YSI23992617	Hightail	Pro Plus - Stuart - Monthly Online ...		14.99	15,856.86
Credit Card ...	04/12/22	92380438NR	Amazon.com	Amazon.com - Office supplies for ...		68.71	15,925.57
Credit Card ...	04/12/22	92492598NR	Credit Card Mi...	Salinas City Barbeque - dinner me...		25.85	15,951.42
Credit Card ...	04/12/22	93338479NR	Amazon.com	Amazon.com - Roasting sticks for ...		54.88	16,006.30
Credit Card ...	04/13/22		Quickbooks Ti...	Time Tracking		108.00	16,114.30
Credit Card ...	04/13/22	94137455NR	Credit Card Mi...	DOORDASH - dinner - https://ww...		35.14	16,149.44
Credit Card ...	04/13/22	94137455NR	Credit Card Mi...	Courtyard By Marriott - hotel- Sali...		294.10	16,443.54
Credit Card ...	04/14/22	92844387NR	Amazon.com	Amazon.com - shelf talkers and ch...		83.90	16,527.44
Credit Card ...	04/14/22	93338479NR	Credit Card Mi...	Michael David Farm Cafe - Lunch ...		122.11	16,649.55
Credit Card ...	04/14/22	93338479NR	Credit Card Mi...	Starbucks - To-go coffee for growe...		17.95	16,667.50
Credit Card ...	04/14/22	93338479NR	Credit Card Mi...	Wine & Roses - Breakfast during g...		74.53	16,742.03
Credit Card ...	04/14/22	93974950NR	Credit Card Mi...	GoDaddy - Standard UCC SSL Up...		249.99	16,992.02
Credit Card ...	04/14/22	93185134NR	Credit Card Mi...	Visit Lodi - Visit Lodi Tourism Ev...		140.00	17,132.02
Credit Card ...	04/14/22	94137455NR	Credit Card Mi...	Napa Valley Wine Library Associa...		60.00	17,192.02
Credit Card ...	04/15/22	93338479NR	Costco	Costco - Supplies (bottled water, c...		126.19	17,318.21
Credit Card ...	04/18/22	92770421NR	Vertical Respo...	Vertical Response - VR email cred...		30.01	17,348.22
Credit Card ...	04/18/22	92844387NR	Amazon.com	Amazon.com - requested by staff f...		14.24	17,362.46
Credit Card ...	04/18/22	93796402NR	Credit Card Mi...	Wine & Roses - Lunch for sommel...		43.78	17,406.24
Check	04/19/22	43613	Citi Cards	Account ending in 4511 - Per SS	15,000.00		2,406.24
Credit Card ...	04/19/22	93338479NR	Credit Card Mi...	Shell Oil - Ice for ice chests for So...		8.64	2,414.88
Credit Card ...	04/19/22	93338479NR	Credit Card Mi...	Arteaga's Food Center - Lunch for ...		216.28	2,631.16
Credit Card ...	04/19/22	93338479NR	Credit Card Mi...	Exclaimer - RECURRING: Month...		14.13	2,645.29
Credit Card ...	04/19/22	93974950NR	Credit Card Mi...	SF Chronicle - Digital Subscriptio...		15.96	2,661.25
Credit Card ...	04/19/22	94137455NR	Bon Appetit	Bon Appetit - committee meeting l...		177.73	2,838.98
Credit Card ...	04/20/22	92770421NR	Credit Card Mi...	Tin Roof BBQ - frost meeting - htt...		739.08	3,578.06
Credit Card ...	04/20/22	93338479NR	Credit Card Mi...	Shell Oil - Ice for ice chests for So...		9.71	3,587.77
Credit Card ...	04/20/22	94137455NR	Credit Card Mi...	Wine & Roses - vision workshop - ...		90.00	3,677.77
Credit Card ...	04/20/22	94137455NR	Staples	Staples - vision workshop - https://...		82.08	3,759.85
Credit Card ...	04/21/22	94137455NR	Credit Card Mi...	Oenotori - dinner - https://www.ex...		74.57	3,834.42
Credit Card ...	04/22/22	93338479NR	Credit Card Mi...	Park's Barks BBQ - Dinner at Kolb...		2,398.50	6,232.92
Credit Card ...	04/22/22	93338479NR	Credit Card Mi...	Enterprise Rent A Car - Car rental ...		1,296.20	7,529.12
Credit Card ...	04/22/22	93338479NR	Credit Card Mi...	Enterprise Rent A Car - Car rental ...		1,296.20	8,825.32
Credit Card ...	04/22/22	93185134NR	Dropbox	Dropbox - Dropbox Subscription - ...		119.88	8,945.20
Credit Card ...	04/24/22	93019538NR	Credit Card Mi...	GoTo - GoTo Webinar subscriptio...		109.00	9,054.20
Credit Card ...	04/25/22	93185134NR	Credit Card Mi...	Henry?s Tavern - Lunch Airport - ...		42.49	9,096.69
Credit Card ...	04/25/22	93185134NR	Credit Card Mi...	Curb - Taxi NY airport - https://w...		73.10	9,169.79
Credit Card ...	04/26/22	93019538NR	Vertical Respo...	Vertical Response - VR email cred...		30.01	9,199.80
Credit Card ...	04/26/22	93338479NR	Credit Card Mi...	Pietro's Italian - Dinner for Poland/...		1,872.45	11,072.25

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05/19/22

Accrual Basis

Lodi Winegrape Commission
CitiCard Visa - Credit Card Transactions

As of April 30, 2022

Type	Date	Num	Name	Memo	Debit	Credit	Balance
Credit Card ...	04/26/22	93185134NR	Credit Card Mi...	Perfect Pint - Dinner NY - https://...		64.25	11,136.50
Credit Card ...	04/27/22	93338479NR	Credit Card Mi...	Michael David Farm Cafe - Lunch ...		345.79	11,482.29
Credit Card ...	04/27/22	93974950NR	Credit Card Mi...	Zoom - Zoom - Standard Pro & W...		54.99	11,537.28
Credit Card ...	04/27/22	93185134NR	Credit Card Mi...	Spark?s - Dinner Meeting - https://...		379.71	11,916.99
Credit Card ...	04/28/22	93185134NR	Credit Card Mi...	Sac airport - Parking NY Trip - htt...		72.00	11,988.99
Credit Card ...	04/28/22	93185134NR	Credit Card Mi...	Taxi Service - To Airport NYC - h...		74.22	12,063.21
Credit Card ...	04/28/22	93185134NR	Credit Card Mi...	Stone Brewing - Lunch Aaron & S...		44.79	12,108.00
Credit Card ...	04/28/22	93185134NR	Credit Card Mi...	The Lexington - Aaron Hotel New ...		1,094.91	13,202.91
Credit Card ...	04/28/22	93185134NR	Credit Card Mi...	The Lexington - Stuart Hotel Roo...		1,094.91	14,297.82
Total 2007 - Costco Visa Business Card-Citi					31,924.14	40,561.50	14,297.82
TOTAL					<u>31,924.14</u>	<u>40,561.50</u>	<u>14,297.82</u>

Lodi Winegrape Commission

5/19/22 3:14 PM

Register: 1025 · Public Funds - Special Project

From 01/01/22 through 04/30/22

Sorted by: Date, Type, Number/Ref

Date	Number	Payee	Account	Memo	Payment	C	Deposit	Balance
01/31/22			4130 · Interest Income	Interest		X	4.18	61,508.51
02/28/22			4130 · Interest Income	Interest		X	3.78	61,512.29
03/31/22			4130 · Interest Income	Interest		X	4.18	61,516.47

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05/19/22

Lodi Winegrape Commission
A/P Aging Summary
As of April 30, 2022

	<u>Current</u>	<u>1 - 30</u>	<u>31 - 60</u>	<u>> 60</u>	<u>TOTAL</u>
Bolton, Stephanie	586.76	21.13	0.00	0.00	607.89
Calhoun & Company Communications, LLC	6,812.38	0.00	0.00	0.00	6,812.38
CDFA Cashier - Marketing Branch	3,325.66	0.00	0.00	0.00	3,325.66
England, Jill S. - Attorney at Law	50.00	0.00	0.00	0.00	50.00
Heitman, Jenny	0.00	494.77	0.00	0.00	494.77
Kahn, Soares & Conway, LLP	67.81	0.00	0.00	0.00	67.81
Lodi Wine & Visitor Center(vendor)	105.48	0.00	0.00	0.00	105.48
Oakwood Strategies, LLC (Camron King d...	2,500.00	0.00	0.00	0.00	2,500.00
Office Depot	82.58	0.00	0.00	0.00	82.58
Pitney Bowes-Louisville	0.00	0.00	0.00	-3.89	-3.89
Spencer, Stuart	0.00	352.87	0.00	0.00	352.87
Wine & Roses, LLC (Charges)	0.00	6,484.13	0.00	0.00	6,484.13
Wine & Roses, LLC (Utilities)	957.43	0.00	0.00	0.00	957.43
TOTAL	<u>14488.10</u>	<u>7,352.90</u>	<u>0.00</u>	<u>-3.89</u>	<u>21837.11</u>

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Lodi Winegrape Commission
A/R Aging Summary
As of April 30, 2022

	<u>Current</u>	<u>1 - 30</u>	<u>31 - 60</u>	<u>> 60</u>	<u>TOTAL</u>
Lodi Wine & Visitor Cen...	18439.53	19219.47	0.00	0.00	37659.00
Lone Grape Winery	0.00	125.00	0.00	125.00	250.00
TOTAL	<u>18439.53</u>	<u>19344.47</u>	<u>0.00</u>	<u>125.00</u>	<u>37909.00</u>

Lodi Winegrape Commission
Balance Sheet
As of April 30, 2022

	<u>Apr 30, 22</u>
ASSETS	
Current Assets	
Checking/Savings	
1021 · Money Market Fund	15,503.26
1022 · LWC General Checking	1,405,308.83
1025 · Public Funds - Special Project	61,516.47
1026 · Public Funds - Reserve Funds	414,073.82
1080 · Petty Cash	- 500.00
Total Checking/Savings	<u>1,896,902.38</u>
Accounts Receivable	
1120 · Accounts Receivable	37,909.00
Total Accounts Receivable	<u>37,909.00</u>
Other Current Assets	
1121.1 · Research Grant AVF 2018-19	10,357.41
1121.2 · Research Grant PD.GWSS 2018-19	50,870.29
1190 · Security Deposit	200.00
1191 · Prepaid Postage	3,946.56
Total Other Current Assets	<u>65,374.26</u>
Total Current Assets	2,000,185.64
Fixed Assets	
1441 · Property; Plant & Equipment	241,302.93
1445 · Accum Depr	-150,634.78
Total Fixed Assets	<u>90,668.15</u>
TOTAL ASSETS	<u><u>2,090,853.79</u></u>
LIABILITIES & EQUITY	
Liabilities	
Current Liabilities	
Accounts Payable	
2000 · Accounts Payable	21,837.11
Total Accounts Payable	<u>21,837.11</u>
Credit Cards	
2007 · Costco Visa Business Card-Citi	14,297.82
Total Credit Cards	<u>14,297.82</u>

Lodi Winegrape Commission
Balance Sheet
As of April 30, 2022

	<u>Apr 30, 22</u>
Other Current Liabilities	
2075 · Other Payables - PPP	168,116.00
2100 · Payroll Liabilities	53.09
2160 · SUI / ETT Payable	305.22
2300 · Accrued Vacation	<u>32,568.77</u>
Total Other Current Liabilities	<u>201,043.08</u>
Total Current Liabilities	<u>237,178.01</u>
Total Liabilities	237,178.01
Equity	
3900 · Retained Earnings	1,227,751.55
Net Income	<u>625,924.23</u>
Total Equity	<u>1,853,675.78</u>
TOTAL LIABILITIES & EQUITY	<u><u>2,090,853.79</u></u>

Lodi Winegrape Commission
Profit & Loss
July 2021 through April 2022

	Jul '21 - A...	Jul '20 - A...	\$ Change	% Change
Ordinary Income/Expense				
Income				
4120 · Assessment Income	1803063.65	1458345.72	344,717.93	23.6%
4122 · Lodi Rules Certification Income	63,077.06	54,746.40	8,330.66	15.2%
4130 · Interest Income	303.44	574.30	-270.86	-47.2%
4131 · Grant Income	4,089.13	0.00	4,089.13	100.0%
4145 · Admin Fees Income - VC	172,362.07	112,859.29	59,502.78	52.7%
4148 · Rent Income - VC	40,839.79	40,039.00	800.79	2.0%
4150 · Miscellaneous Income	9,613.15	1,238.45	8,374.70	676.2%
4160 · Winery Marketing Income				
4160.1 · Annual Contributions	77,500.00	74,375.00	3,125.00	4.2%
Total 4160 · Winery Marketing Income	77,500.00	74,375.00	3,125.00	4.2%
4162 · Event Income	200,473.91	0.00	200,473.91	100.0%
4200 · Special Events Income	2,400.00	0.00	2,400.00	100.0%
Total Income	2373722.20	1742178.16	631,544.04	36.3%
Gross Profit	2373722.20	1742178.16	631,544.04	36.3%
Expense				
6000 · Program Management - Salaries	422,180.14	427,286.27	-5,106.13	-1.2%
6010 · Employee Benefits				
6010.1 · Medical	43,914.20	40,408.84	3,505.36	8.7%
6010.2 · Retirement	49,599.47	49,992.70	-393.23	-0.8%
6010.3 · Employee Paid Voluntary Ben...	72.86	261.20	-188.34	-72.1%
Total 6010 · Employee Benefits	93,586.53	90,662.74	2,923.79	3.2%
6015 · Payroll Taxes	7,780.70	8,612.56	-831.86	-9.7%
6022 · Legal Fees	2,274.28	6,327.86	-4,053.58	-64.1%
6023 · Consulting Services				
6023.2 · Export	22,500.00	22,500.00	0.00	0.0%
6023.3 · Other	29,511.02	0.00	29,511.02	100.0%
6023.1 · Public Relations	65,140.00	65,000.00	140.00	0.2%
Total 6023 · Consulting Services	117,151.02	87,500.00	29,651.02	33.9%
6024 · Accounting Fees	21,600.00	20,547.00	1,053.00	5.1%
6026 · Insurance				
6026.1 · Commercial - Liability	7,767.00	6,509.12	1,257.88	19.3%
6026.2 · Workers Compensation	4,243.38	4,777.80	-534.42	-11.2%
Total 6026 · Insurance	12,010.38	11,286.92	723.46	6.4%
6030 · Furnishings	0.00	0.00	0.00	0.0%
6033 · Office Supplies	9,054.03	8,111.75	942.28	11.6%
6035 · Postage	18,458.57	19,645.47	-1,186.90	-6.0%

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Accrual Basis

Lodi Winegrape Commission

Profit & Loss

July 2021 through April 2022

	Jul '21 - A...	Jul '20 - A...	\$ Change	% Change
6040 · Rent	63,877.61	62,625.20	1,252.41	2.0%
6041 · Offsite Storage	4,936.00	4,578.00	358.00	7.8%
6054 · Personal Property Tax	991.42	1,074.47	-83.05	-7.7%
6056 · Telephone	4,603.52	2,826.98	1,776.54	62.8%
6058 · Utilities	7,794.66	7,732.29	62.37	0.8%
6060 · Website - Internet	15,195.76	13,477.41	1,718.35	12.8%
6070 · Maintenance				
6070.1 · Computer	4,900.48	19,346.50	-14,446.02	-74.7%
6070.2 · Cleaning	4,694.95	4,512.00	182.95	4.1%
6070.3 · Directional Signage	0.00	15,055.69	-15,055.69	-100.0%
6070.4 · Copier Lease	6,495.92	3,117.60	3,378.32	108.4%
6070.6 · Office Maintenance	250.00	980.19	-730.19	-74.5%
Total 6070 · Maintenance	16,341.35	43,011.98	-26,670.63	-62.0%
6076 · Employee Mileage	3,637.41	543.67	3,093.74	569.1%
6080 · Travel Expenses	9,512.66	0.00	9,512.66	100.0%
6090 · Bank Charges	6.44	31.13	-24.69	-79.3%
6098 · Supplies	28,254.69	4,431.84	23,822.85	537.5%
6099 · CDFA Charges	28,815.38	29,657.11	-841.73	-2.8%
6100 · Graphic Design	105,520.00	120,317.15	-14,797.15	-12.3%
6110 · Advertising	157,789.00	207,380.18	-49,591.18	-23.9%
6120 · Printing and Materials	75,411.09	24,332.98	51,078.11	209.9%
6130 · Public Relations	79,484.28	34,424.03	45,060.25	130.9%
6132 · Lodi Wine Blog	66,000.00	66,000.00	0.00	0.0%
6140 · Promotional Sponsorships	21,000.00	1,040.00	19,960.00	1,919.2%
6150 · Local Community Sponsorships	5,000.00	36.10	4,963.90	13,750.4%
6155 · Grape Marketing Events	0.00	0.00	0.00	0.0%
6160 · Trade Show & Conference Fees	3,256.62	1,200.00	2,056.62	171.4%
6170 · Wine Purchase	2,527.31	1,252.84	1,274.47	101.7%
6200 · Reference Materials	339.52	157.42	182.10	115.7%
6210 · Newsletters and Publications	1,643.98	5,410.73	-3,766.75	-69.6%
6220 · Meetings & Socials	19,268.12	8,175.55	11,092.57	135.7%
6221 · LWC Meeting Expenses	4,948.10	464.91	4,483.19	964.3%
6245 · Contributions				
6245.1 · Visitor Center	62,500.00	62,500.00	0.00	0.0%
Total 6245 · Contributions	62,500.00	62,500.00	0.00	0.0%
6250 · Dues	2,089.00	1,989.00	100.00	5.0%
6255 · Subscriptions	2,111.97	1,649.80	462.17	28.0%
6266 · Weather Stations	25,668.00	14,883.50	10,784.50	72.5%
6270 · Staff Education	464.00	295.00	169.00	57.3%
6320 · Research Contributions	10,000.00	20,000.00	-10,000.00	-50.0%
6330 · Winegrape Research	842.60	4,163.98	-3,321.38	-79.8%
6560 · Payroll Expenses	470.50	446.25	24.25	5.4%
8000 · VC - Manager Salary	50,245.00	53,687.36	-3,442.36	-6.4%
8001 · VC Support Staff Salary	77,233.60	25,146.68	52,086.92	207.1%

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 Accrual Basis

Lodi Winegrape Commission
Profit & Loss
 July 2021 through April 2022

	Jul '21 - A...	Jul '20 - A...	\$ Change	% Change
8003 · VC - Administrative salary	11,840.69	11,736.70	103.99	0.9%
8010 · VC - Employee Benefits				
8010.1 · Medical	11,825.29	8,695.66	3,129.63	36.0%
8010.2 · Retirement	16,315.15	10,596.79	5,718.36	54.0%
Total 8010 · VC - Employee Benefits	28,140.44	19,292.45	8,847.99	45.9%
8015 · VC - Payroll Taxes	4,902.34	2,996.10	1,906.24	63.6%
8040 · VC - Rent	40,839.79	40,039.00	800.79	2.0%
9011 · Late Penalty Fees	199.47	29.99	169.48	565.1%
Total Expense	1747797.97	1579018.35	168,779.62	10.7%
Net Ordinary Income	625,924.23	163,159.81	462,764.42	283.6%
Other Income/Expense				
Other Expense				
9010 · Interest Expense	0.00	61.42	-61.42	-100.0%
Total Other Expense	0.00	61.42	-61.42	-100.0%
Net Other Income	0.00	-61.42	61.42	100.0%
Net Income	625,924.23	163,098.39	462,825.84	283.8%